

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Kevin Derochie	Jamey Pratt	Jeff Grosenheider
Mitchel Christoffel	Josh Grosenheider	Adam Schlichte
Dave Hill		Wyatt Dagel
		Greg Thompson
		Dave Dirks
		Austin Juhl
		Evan Kunkel
		House

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	32
Avg. Days to Sale	56.6
Avg. Advertised Price (Time of Sale)	\$ 36,678
Avg. Transaction Price	\$ 35,086
Avg. Market Price at 100%	\$ 37,048
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 1,591
Avg. Front-End Gross	\$ 2,967
Avg. Finance Gross	\$ 1,149
PUVR	\$ 4,116
Total Gross (Units & PUVR)	\$ 131,706
GROI	75%
% with Trade	59%
Avg. Over/Under Allowance	\$420



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	34%	#DIV/0!	#DIV/0!
Total # Retail Units	32	0	0
Avg. Days to Sale	56.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,678	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,086	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,048	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,591	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,967	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,149	#DIV/0!	#DIV/0!
PUVR	\$ 4,116	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 131,706	#DIV/0!	#DIV/0!
GROI	75%	#DIV/0!	#DIV/0!
% with Trade	59%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	420	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	34%	#DIV/0!	#DIV/0!
Total # Retail Units	32	0	0
Avg. Days to Sale	56.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,678	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,086	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,048	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,591	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,967	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,149	#DIV/0!	#DIV/0!
PUVR	\$ 4,116	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 131,706	#DIV/0!	#DIV/0!
GROI	75%	#DIV/0!	#DIV/0!
% with Trade	59%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	420	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jamey Pratt	Josh Grosenheid
% Retailed of Non-New Franchise	34%	27%	41%
Total # Retail Units	32	15	17
Avg. Days to Sale	56.6	57.3	55.9
Avg. Advertised Price (Time of Sale)	\$ 36,678	\$ 39,223	\$ 34,431
Avg. Transaction Price	\$ 35,086	\$ 36,440	\$ 33,891
Avg. Market Price at 100%	\$ 37,048	\$ 39,620	\$ 34,779
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	95%	92%	97%
Avg. Transactional Discount	\$ 1,591	\$ 2,783	\$ 540
Avg. Front-End Gross	\$ 2,967	\$ 2,945	\$ 2,987
Avg. Finance Gross	\$ 1,149	\$ 1,511	\$ 830
PUVR	\$ 4,116	\$ 4,455	\$ 3,816
Total Gross (Units & PUVR)	\$ 131,706	\$ 66,828	\$ 64,878
GROI	75%	77%	72%
% with Trade	59%	0%	0%
Avg. Over/Under Allowance	420	503	255



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	32	1	31
Avg. Days to Sale	56.6	19.0	57.8
Avg. Advertised Price (Time of Sale)	\$ 36,678	\$ 34,990	\$ 35,089
Avg. Transaction Price	\$ 35,086	\$ 34,990	\$ 35,089
Avg. Market Price at 100%	\$ 37,048	\$ 35,343	\$ 37,103
Avg. Price to Market % (Time of Sale)	99%	99%	95%
Avg. Transaction to Market	95%	99%	95%
Avg. Transactional Discount	\$ 1,591	\$ -	\$ 1,643
Avg. Front-End Gross	\$ 2,967	\$ 5,081	\$ 2,899
Avg. Finance Gross	\$ 1,149	\$ 819	\$ 1,159
PUVR	\$ 4,116	\$ 5,900	\$ 4,058
Total Gross (Units & PUVR)	\$ 131,706	\$ 5,900	\$ 125,806
GROI	75%	319%	72%
% with Trade	59%	100%	58%
Avg. Over/Under Allowance	420	#DIV/0!	420



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	32	21	11
Avg. Days to Sale	56.6	54.0	61.4
Avg. Advertised Price (Time of Sale)	\$ 36,678	\$ 40,395	\$ 26,138
Avg. Transaction Price	\$ 35,086	\$ 39,773	\$ 26,138
Avg. Market Price at 100%	\$ 37,048	\$ 40,803	\$ 29,880
Avg. Price to Market % (Time of Sale)	99%	99%	87%
Avg. Transaction to Market	95%	97%	87%
Avg. Transactional Discount	\$ 1,591	\$ 622	\$ 3,443
Avg. Front-End Gross	\$ 2,967	\$ 3,026	\$ 2,854
Avg. Finance Gross	\$ 1,149	\$ 1,230	\$ 994
PUVR	\$ 4,116	\$ 4,256	\$ 3,848
Total Gross (Units & PUVR)	\$ 131,706	\$ 89,375	\$ 42,331
GROI	75%	71%	86%
% with Trade	59%	67%	45%
Avg. Over/Under Allowance	420	420	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	32	14	4
% of Retail Units	100%	44%	13%
% Retailed of Non-New Franchise	34%	29%	50%
Avg. Days to Sale	56.6	66.8	31.5
Avg. Transaction Price	\$ 35,086	\$ 36,552	\$ 23,185
Avg. Transaction to Market %	95%	98%	99%
Avg. Transactional Discount	\$ 1,591	\$ 652	\$ 56
Avg. Front End Gross	\$ 2,967	\$ 3,421	\$ 5,130
Avg. Finance Gross	\$ 1,149	\$ 1,191	\$ 1,498
PUVR	\$ 4,116	\$ 4,612	\$ 6,628
Total Gross (Units & PUVR)	\$ 131,706	\$ 64,567	\$ 26,511
GROI	75%	68%	327%
% with Trade	59%	50%	100%
Avg. Over/Under Allowance	420	500	1,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	13	0	0
3%	41%	0%	0%
100%	31%	#DIV/0!	#DIV/0!
43.0	54.3	#DIV/0!	#DIV/0!
\$ 28,990	\$ 37,638	#DIV/0!	#DIV/0!
99%	91%	#DIV/0!	#DIV/0!
\$ -	\$ 3,198	#DIV/0!	#DIV/0!
\$ 2,691	\$ 1,834	#DIV/0!	#DIV/0!
\$ 1,420	\$ 975	#DIV/0!	#DIV/0!
\$ 4,111	\$ 2,809	#DIV/0!	#DIV/0!
\$ 4,111	\$ 36,517	#DIV/0!	#DIV/0!
119%	49%	#DIV/0!	#DIV/0!
100%	54%	#DIV/0!	#DIV/0!
#DIV/0!	255	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	32	10	6
% of Retail Units	100%	31%	19%
% Retailed of Non-New Franchise	34%	30%	50%
Avg. Days to Sale	56.6	19.1	39.5
Avg. Transaction Price	\$ 35,086	\$ 31,381	\$ 34,990
Avg. Transaction to Market %	95%	88%	99%
Avg. Transactional Discount	\$ 1,591	\$ 4,509	\$ -
Avg. Front End Gross	\$ 2,967	\$ 3,631	\$ 3,239
Avg. Finance Gross	\$ 1,149	\$ 977	\$ 287
PUVR	\$ 4,116	\$ 4,609	\$ 3,526
Total Gross (Units & PUVR)	\$ 131,706	\$ 46,087	\$ 21,156
GROI	75%	277%	92%
% with Trade	59%	60%	67%
Avg. Over/Under Allowance	420	750	#DIV/0!



46-60 days	61-90 days	90+ days
6	3	6
19%	9%	19%
33%	33%	33%
51.7	80.0	138.7
\$ 34,298	\$ 37,157	\$ 42,660
99%	99%	97%
\$ 25	\$ -	\$ 913
\$ 2,609	\$ 2,574	\$ 2,319
\$ 833	\$ 2,410	\$ 2,173
\$ 3,442	\$ 4,984	\$ 4,492
\$ 20,653	\$ 14,953	\$ 26,951
70%	60%	27%
83%	67%	33%
255	#DIV/0!	255